

FRATERNAL LEADER



A Message from Senior Vice President John Borgen

Dear Fraternal Leader:

Summer is officially here! For many people this is an opportunity to relax, take a vacation, and enjoy more time with friends and family! I hope to see you at your local chapter activity or at one of the many regional events sponsored by the Home Office, such as major and minor league baseball games, or our event at the Wisconsin State Fair.

But before we close the book on spring, I'd like to take a look back at our Chapter Leadership Workshops, and thank all of you who were able to attend. Eight workshops were held throughout our chapter network in just over two months, from March 11 to May 13. Beginning in Dubuque, Iowa and ending in Little Rock, Arkansas, the workshops were attended by 224 representatives from 107 of our local chapters.

The theme of this year's workshops was "Pathways to Success," patterned after the strategic pathways which guide our long-range planning efforts at the Home Office: Financial Strength, Governance, Growth and Member Experience. Members of our leadership team shared our 2016 financial and fraternal results, information on governance trends within the fraternal industry, and our plans for growth and member engagement in the future. In a format that was both interactive and collaborative, chapter leaders provided input and feedback on a variety of questions in these areas. Evaluations completed by our chapter leaders gave us 95-98% positive ratings on the topics covered this year, as well as the time allowed for questions and answers. Feedback from the workshops will be discussed with the Fraternal Leaders Advisory Group (FLAG) and the Board of Directors.

In this issue of *Fraternal Leader*, you'll find some of the information that was shared at the workshops, plus additional news and helpful tips that we hope will make your volunteer experience more fulfilling and enjoyable. And just a reminder that this is an election year for chapter leaders, so be sure to include this on any invitation requests you submit over the summer for your fall meetings.

Thanks again for all you do on behalf of Catholic Financial Life. May your summer be fun, physically refreshing, and spiritually enriching. And as you enjoy these long summer days, we pray that "in the presence of the Lord, your God, you and your families shall eat and rejoice in all your undertakings." *Deuteronomy 12:7*

Fraternally,

A handwritten signature in black ink that reads "John".

John T. Borgen
Senior Vice President, Membership
(414) 278-6608
john.borgen@catholicfinanciallife.org



Managing Negative Personalities to Achieve Positive Results

Chapters provide a great opportunity for Catholic Financial Life members to work together doing wonderfully positive things for their local schools, churches, and communities. Last year alone our chapters raised (before adding Match Funds) **\$1 million** – a new record for our Society! But our chapter leaders are sometimes faced with the challenge of making sure the good gets done when not everyone is in a great frame of mind. To help our chapter leaders defuse some difficult situations, we present a quick guide to dealing with the top three negative personalities:

Let's meet **Aggressive Abigail**. She's the "I know how to do it, leave it to me!" person. While it's good to be positive about one's abilities, Abigail can sometimes intimidate others, building negativity, and will often disregard a project budget. What to do? Ask Abigail to give the chapter a detailed written overview of the project including purpose, plans, budget, timetables and expected outcomes. Abigail will have the opportunity to not only share her experience but also focus her energies on providing the chapter with a road map for a successful event.



Next we have **Pessimistic Peter**. He thinks, "We've done that before. It will never work." And rather than speaking up at a meeting, he says this to one person at a time, slowly poisoning the well. The best strategy for dealing with Peter is to give him opportunities to contribute to the project in small ways, step-by-step. Also, pair him with the most optimistic person in the group, the type of person who never takes no for an answer. Every chapter has one.

Finally, there is **Tired Teresa**. She's the burned out volunteer who "has seen it all," partly because at one time she had done it all. But no matter how tired Teresa is, she still has a flicker of enthusiasm that just needs to be fanned. How? Get her to work, like Peter Pessimistic (but not WITH Peter) on a single, yet important aspect of a project. Explore her interests. For example, if Teresa is a great quilter, ask her to donate one of her quilts to the fund raising event.



Abigail, Peter, and Teresa are not bad people. In fact they are very good people who all wish to contribute, in their own way, to the success of our chapter activities. And it's up to us, as good leaders, to make sure that happens!



Catholic Financial Life
Triennial Convention
September 21-23, 2018
Milwaukee, Wisconsin



Young Adult Engagement Opportunities Available Now



This is an exciting time at Catholic Financial Life! Summer is in full swing and we have an array of events and activities to offer our young adult members and future members. For example, we have partnered with the Urban Ecology Center (UEC), in Milwaukee, hosting two volunteer days at their site. On Saturday, August 5, and Saturday, September 9, we will bring up to 30 volunteers together on a project with the UEC. And to offer our young adult members more information

about this event and other activities in southeastern Wisconsin, we're creating an e-newsletter called "YAH!" (Young Adult Hub). We look forward to increasing our engagement with young adults this summer and beyond. If you have any questions please contact Jim Love at jim.love@catholicfinanciallife.org or **(414) 278-6597**.

It's Election Time

In line with our Chapter Policies and Procedures, chapter elections are held every other year, in the odd-numbered years. So that makes 2017 an election year! Elections may be included in any event held by your chapter starting this fall through the end of the year. Chapter leaders are elected for a two-year term, which begins January 1, 2018.



Access Information Anytime and Anywhere

When organizations work towards "going green," it isn't just to save money on the cost of printing and mailing (a definite benefit) or because it's more friendly to the environment (another bonus.) Electronic forms of communication allow us to share information with members more quickly, more efficiently, and more frequently. Links to other information, email addresses, or websites can be imbedded in an electronic communication, allowing the reader to go directly to that site in just one click. And communications are often archived, so you never have to wonder, "Now where did I put that last newsletter?"

Many of our publications are available electronically, including the updated "Chapter Policies and Procedures Manual" posted here on our website:

<https://www.catholicfinanciallife.org/Resources/ChapterResources/Policies-Procedures.htm>

And the Fraternal Data System was developed to offer members an easier way to apply for our benefits, and for our chapter leaders to complete their reporting, apply for matching funds, and create invitations to chapter events.

We are communicating with our chapter leaders via email more often than in the past. To be sure we have your current email on file, please send your email address to Corinne Kozeniecki: corinne.kozeniecki@catholicfinanciallife.org. If you've ever hesitated sharing your email with us, rest assured that we won't bombard you with "junk" emails, or sell your email address to anyone. Thanks for helping us stay "connected" with you!

Our Chapter All-Stars for 2017



Congratulations to the following chapters, which earned maximum funding for 2017, by hosting 12 qualifying chapter activities in 2016.

Chapter Location

2	Manitowoc, Wis.
6	Appleton, Wis.
11	WI Rapids/Stevens Point, Wis.
19	Fond du Lac, Wis.
31	Port Washington, Wis.
33	Wausau, Wis.
40	Waukesha, Wis.
42	Tennyson, Wis.
64	Kaukauna, Wis.
68	St. Thomas the Apostle Parish- Newton, Wis.
83	Brillion, Wis.
86	Francis Creek, Wis.
88	Madison, Wis.
103	Hollandtown, Wis.
110	Milwaukee Central, Wis.
113	St. Kilian, Wis.
118	Charlesburg, Wis.
120	Watertown, Wis.
121	Lancaster, Wis.
132	Shawano, Wis.
139	Casco, Wis.
141	Jefferson, Wis.
149	Mt. Calvary, Wis.
150	Neillsville, Wis.

Chapter Location

175	Burlington, Wis.
179	St. Cloud, Wis.
180	Maplewood, Wis.
191	Eau Galle, Wis.
194	Charlestown, Wis.
195	Bakerville, Wis.
212	Medford, Wis.
216	Milwaukee NW, Wis.
223	St. Anna, Wis.
258	Denmark, Wis.
261	Cross Plains, Wis.
265	Auburndale, Wis.
266	New Holstein, Wis.
274	Rubicon, Wis.
279	Hartford/St. Lawrence, Wis.
280	Ashton/Middleton, Wis.
288	Sugarbush/Luxemburg, Wis.
299	Pulaski, Wis.
306	Milwaukee SE, Wis.
307	Eaton, Wis.
309	Marshfield, Wis.
310	Muscoda, Wis.
318	Mequon/Cedarburg, Wis.
705	Dubuque, Iowa
943	Cassella, Ohio

Chapter Location

994	Conway, Ark.
1010	Subiaco, Ark.
1038	Saint Louis, Mo.
1181	Jefferson City, Mo.
MI02	Bay City, Mich.
N035	Winooski, Vt.
N042	No Attleboro, Mass.
N091	Manchester, N.H.
N149	Waterbury, Conn.
N160	Biddeford, Maine
N373	New Britain, Conn.
N413	Lewiston, Maine
N441	Westport, Mass.
N442	Somerset, Mass.
N443	Hardwick, Vt.
WI04	Antigo, Wis.
WI09	Chilton, Wis.
WI18	Indian Creek/Tomah, Wis.
WI19	Rock River/Jefferson, Wis.
WI21	Kendall, Wis.
WI37	Stratford/Rozellville, Wis.
WI39	Tisch Mills, Wis.
WI48	Chippewa Falls, Wis.
WI52	Milwaukee, Wis.
WI60	Fond du Lac, Wis.



Why did the priest giggle during his homily?
He had Mass hysteria!

If you have any questions regarding topics in this newsletter, please contact:

Sally Krochalk, Editor, *Fraternal Leader*
sally.krochalk@catholicfinanciallife.org



Catholic
Financial Life®

1100 West Wells Street
Milwaukee, WI 53233
(800) 927-2547 | (414) 273-6266

catholicfinanciallife.org